# FINE LUMBER MILLS

Thomas W. Smith Has Made a Great Success.

### ESTABLISHED IN 1874

HAS MODERN PLANTS WHICH ARE THOROUGHLY EQUIPPED.

President of the Board of Trade is Identified With the Progress of the City.

There is no more earnest advocate of the proposition to make Washington one of the most beautiful cities in the world than Mr. Thomas W. Smith, a pioneer in the upbuilding of Washington.

Mr. Smith has lived in Washington long enough to become familiar with its industrial needs, and he has been a man of bustness since the day he came to Washington.

He was born in Columbia, Pa., in 1846, attending the public schools and Columbia Academy in that place until he reached his sixteenth year. He then took up the study of pharmacy, and qualified himself for the relations which exist between the em that pursuit. In 1864, in company with his ployer and employes is of a most cordial nature, as each man is well paid for his father, he moved to Maryland, his father leased a farm near Cabin John bridge. They

class to be used in the construction of a building. In this, as well as in the other departments of the factory, the work is done in the most orderly and systematic manner, as the employes are men who understand and appreciate the fact that they are serving a man who does not fail to



Mr. Thos. W. Smith. President of the Board of Trade.

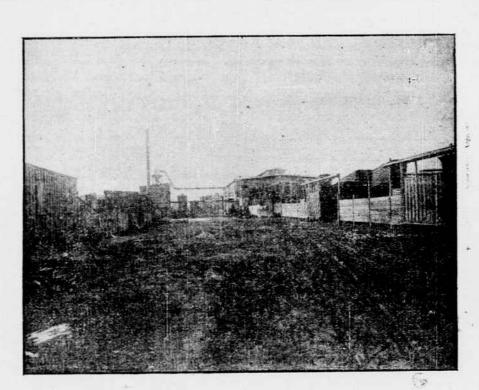
recognize their loyalty to his interests, and

remained there four years, removing to lishment amounts to hundreds of thousands of dollars. A large part of the output is Washington in 1868.

Young Smith entered the employ of Linville & Co. as a general clerk, and in that capacity showed marked ability, although the business was entirely new to him. A joint convention of the board of aldermen and common council elected him lumber of the construction of a building may be bought here, ready to be put together, not fruits and vegetable.

We washington in 1868.

Young Smith entered the employ of Linville & Co. as a general clerk, and in that construction of apartment houses, dwellings, churches, office fixtures, desks, store fixtures, &c. Nearly everything needed in the construction of a building may be bought here, ready to be put together, not fruits and vegetable.



LUMBER YARD AND MILLS.

inspector, which office he held for two years. It was under the administration of Bales J. Bowen that Mr. Smith exercised his capabilities and knowledge of lumber, he being lumber inspector at that time. He was afterward taken into partnership by the first which the first was afterward taken into partnership by

retaining his interest in the firm. In 1874 Mr. Smith established his present business on the corner of 1st street and Indiana avenue, and now also owns the large lumber milis located at the foot of New Jersey avenue southeast. This part of the business is quite an extensive one, and one that Mr. Smith considers an entering wedge to the industrial progress of Washington. It is one in which more men are employed than in any other enterprise of its kind in the city. Its factories and buildings occupy acres of land and give employment to hundreds of men. In the yards of the mill are enormous quantities of lumber from every section of the country. Lumber is shipped from almost every state. The piles of cherry, ash and oak are from the mountains of West Virginia, the white pine from Michigan, Wisconsin and California, and the enormous quantity of yellow pine from the Carolinas and Georgia. There is walnut from Indiana and Kentucky, and other hard woods from hard timber states.

To the inexperienced observer there would appear to be enough lumber on hand to last for years. A glance into the large mills, however, would soon blot out this supposition. There are machines for almost every

An interesting feature of the mill is the contrivance for disposing of the waste most i which flies from the machines as the lumwhich files from the machines as the lumber passes through them. Over each machine is a bell-shaped pipe, into which the shavings are drawn by a current of air and shavings are drawn by a current of air and are carried to the roof of the building, where they enter a large receptacle and are blown into the furnace room. The machinery building is a two-story structure, in which a vast amount of machinery is turning out a variety of material of the finer.

World.

The Ferry Commission Company is in the heart of Washington's Wall street, and in one of the buildings that has been intimated by identified with the stock brokerage business he has built up by his own personal efforts he has not only added to the city's ago. The location is a fortunate one, and forms the second of the reasons why the firm has made a success from the beginning out a variety of material of the finer.

The Ferry Commission Company is in the heart of Washington's Wall street, and in one of the buildings that has been intimated by identified with the stock brokerage business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University. In the great business has been conductive during the American University and the American University and the American Un

ARTHUR D. MAYO.

Stands High as Pianist-One of the H. H. Freeman is Also Choirmaster of Best Teachers in the City.

Among the planists of Washington there late Conception, previous to going to the their last rites and ceremonies performed.



Mr. Mayo is anwho are entirely who are entirely
American educated and are
proud of it. And
well they may be.
He is a pupil of
that e m i n e n t
American planist
and teacher Wiland teacher, Wilis very serious in his work. His style is of the

the composers of whom he is the most fond are Bach, Wagner and Beethoven, and these composers, of course, he interprets best of all. By the heavy classic it is not meant that Mr. Mayo's style is heavy, for it is not, but it is serious. He has splendid technique, and his touch and manner of playing are much like those of MacDowell, the famous American composer, who has given several recitals here. Mr. Mayo's recitals, of which he gave a series for several winters, were delightful, and the programs would have done credit to a much more pretentious planist. They represented only what is good. He is a lover of art and literature as well as

In addition to material for buildings and ment of the concern which is steadily on the increase. The warehouse and offices of the concern are on the corner of 1st street and Indiana avenue, where a large amount of the material used in the construction of many of Washington's homes and buildings is bought. Stored in this buildings is bought. Stored in this building are enor-mous quantities of every product of the company's factorles-doors, sashes, blinds, mantels, frames, moldings, ceiling, weatherboarding, flooring and plain lumber for any and every purpose. Indeed, a man may step into the office on 1st street and leave his order for a house complete, and within two weeks after the material is delivered he may have his house under cover. Althe office for lumber, nevertheless orders

are promptly filled. Mr. Smith is a close observer of the city's welfare and growth, and for the past thirty years has ever been on the lookout for the adopt a well-worn but nevertheless charachas, by careful attention to business in its every detail and by integrity and push, in the personality of the head and directing established a reputation for making carbuilt up one of Washington's largest lumber and manufacturing establishments; and, in combines the qualities that make a shrewd mott died in 1857, leaving four sons—John, short, is one of Washington's best citizens, generous, progressive and broad-minded—a and successful broker with those that make a shrewd and successful broker with those that make James, Frank and Arthur. These four

ORGANIST AT ST. JOHN'S.

Historic Old Church. Mr. H. H. Freeman is the organist and

is no more musicianly preformer than Mr. | choirmaster of the historic old St. John's Arthur D. Mayo. He is now the organist | Episcopal Church, where more famous peoand director of the choir of the Calvary | ple have worshiped probably than in any Baptist Church, where he has been for other edifice in the city. This is also several years. Mr. Mayo was for seven years | where many famous men and women have the organist in the Church of the Immacu- been married, and many, likewise, have had Mr. Freeman is



port, where he had been for some years the organist and cholrmaster in 8t. John's Church North Carolinian, but received his and New York. Mr. Freeman is strictly American trained, although

tonian. He came

gave a series for several winters, lightful, and the programs would have done credit to a much more pretentious planist. They represented only what is good. He is a lover of art and literature as well as muste, and is a nephew of Grace Greenwood, the well-known writer, who was for the work. The members of this choir, chorus and all, are paid for their services, and for all extra occasions, such as funerals and weldings. Mr. Freeman has four rehearsals a week for the boys, the members of this choir, and his offices are always filled with the old-time traders, the men who have made speculating a livelihood for many years. They are among the most interesting the city for this reason.

HEITMULLER & HEIDER.

Have Made a Success in Business Through Energy and Capacity.

Numbered among the substantial business firms of progressive Washington is that of Heltmuller & Heider, commission mer- April 17, 1960, under the laws of the state chants, at 923 B street northwest. This of Virginia and in the name of the Southhouse was established in December, 1899, by W. Charles Heitmuller and William J Heider, young men of splendid business be located in Washington, D. C. capacity and well-known integrity. As a result of constant effort and their knowledge of the fruit and vegetable industry extending from their infancy, the business ing day.



W. C. Heitmuller.

has doubled in volume during each year of

They handle everything in the line of fruits and vegetables, are large receivers of southern produce and agents for the Earl Fruit Company of Los Angeles, Cal.; the Golden West Celery and Produce Com-pany of California, and the Fancy Pine-apple Growers' Association of Florida and Melon Growers' Association, Gainesville,

The members of this firm know how to handle all kinds of fruits and vegetables to the very best advantage.

They have both been residents of the District since their infancy, and by industry



W. J. Heider.

the firm, which was then known as the George W. Linville Lumber Co. Later it was sold to W. P. Cottrell & Co., Mr. Smith men of the concern which is steadily on the be had in this country.

ONE OF THE MOST POPULAR WITH SPECULATORS.

Big Offices in the Heart of Washington's Wall Street Always Crowded -Advantages Offered.

The Ferry Commission Company, at 1331 best interests of the District. He is (to F street, is one of the best known and best most beautiful and progressive city in the with casual acquaintances alike.

connections of the house in New York, which Mr. Robert L. Murray. allow it to transact business for its cus-

offices are large and handsome, and in every | During this war the signal service was way fitted for the rapid and easy transac-

city. The house furnishes its customers with lowing the lesser fluctuations of the stock market.

One of the chief attractions of this house He is a to the margin traders in stocks is in the rapid service that it is abis to furnish through its connection with Mr. Frank Lor-Philadelphia ing's firm, the Stock, Grain and Provision Company, 10 Wall street, New York, doing business in Washington for the last fifteen

Mayo has a pupils many of the good planlarge and period of the collection of the c

A BIG PLANT.

Up-to-Date Establishment.

The southern branch of Barnhart Bros. & Spindler, Chicago, was incorporated ern Printers' Supply Company, with headquarters, warehouse, foundry and shops to

A suitable location was found at 304 10th street northwest, at which place the business has grown and thrived since its open-

This business, since its establishment, has been managed by Mr. W. Seton Kent, who for some fifteen years prior to accepting management traveled for Barnhart Bros. & Spindler, most of his time being devoted to the southern territory, which then, as now, comprised everything from Maryland to Florida, including West Vir-ginia. The connection of his name with this house has caused the trade to know this branch better than in name only. The parent house of this concern is the largest of its kind in this country, and has for years had the reputation of making the best quality of type and the handsomest faces which have ever been presented to the printer.

the printer.

The name under which their type is sold is Superior Copper Mixed type, and as its name so truly expresses its quality it has almost become a household term. They have, since the early days of type founding, been among the foremost promoters of labor-saving devices and a uniformity in size. Their latest improvement comes unsize. Their latest improvement comes un der the head of Uniform Line Type, which is said to be one of the most important changes in the making of type since its in-

The plant consists of a complete and modern electrotype foundry, machine shops, roller casting department, salesrooms and The electrotype foundry does the greater share of the work for the local printers and publishers, and also considerable of the

government work for here and for use in other localities. The machine shops are deserving of more than mention. All of the machinery sent there is rebuilt and thoroughly overhauled. The work on rebuilt presses, whether they be cylinder or otherwise, is done under one roof, and has the same careful atten-

tion as do all other departments. Still another department is that which makes printers' rollers. It is needless to say that the same improved machinery is used in this work as is used along the other lines, and the number of firms supplied with all of their rollers is a fair in-dication of the quality of the output.

The sales department comprises type, material, machinery and accessories with which to supply every need of a printing office. A complete assortment of modern platen and cylinder presses are ready for patrons' inspection, and the convenient manner in which the stock is cared for ex-pedites the matter of handling both city and out-of-town orders.

Too much cannot be said of the man-

ner in which the orders for out-of-town customers are handled. It is always the intention to supply any information, also make shipments the same day that orders are received. As there is so much of the machinery and larger materials used in printing offices that cannot be well explained by letter, the territory is thoroughly covered by travelers, who have their headquarters at con-

venient places to the various states covered. Their territory is such that they can cover it regularly and often enough to care for the large needs of all the trade. The trade is supplied with handsome printed matter each thirty days, and thereby the country publisher is thoroughly advised as to what is going on and what

is new among the craft.
In summing up the existing conditions of this new southern concern, little other than praise can be said; from the management to the least employe, there seems to be an everlasting desire to have the house, in whose behalf they work, stand foremost among the printers' supply houses in this

The knowledge of system and accuracy said that, from present indications, continued success and a demand for more room is almost certain.

ESTABLISHED IN 1833

WELL-KNOWN CARRIAGE FIRM OF McDERMOTT & BRO.

Gratifying Progress and Success of One of Washington's Oldest Business Houses.

The well-known carriage firm of John McDermott & Bro., at 310 Pennsylvania avenue, was established in 1833 by Michael liked stock brokerage houses in the city, and McDermott, who conducted the business one of the chief reasons for this is found with marked success for many years and man who would see the national capital the a man popular with intimate friends and sons conducted the business under the name of John McDermott & Bro. until 1895, when

ning. The third reason is in the fortunate John W. Hibbs, Mr. Frederick Bex and This firm is one of Washington's oldest

tomers in a manner that has come to be business houses and was among the first known as satisfactory and attractive carriage factories to be established in the throughout the speculative and investment city. The work of the firm has always been noted, and besides making carriages The offices of the house are in the building for many prominent people of former days, next to the Adams building, where is lo- it did a great deal of work for the United cated the Washington Stock Exchange. The States government during the civil war.

supplied with telegraph poles, and wagons tion of business. They are comfortable and for carrying the wire and instruments, and pleasant, with private office and recep- other wagons for paying out the wire and tion rooms, in addition to the customers' reeling it again. This concern made all of room, which is one of the largest in the these different wagons for the service and for the United States training school at Fort Whipple. The durabinty of these wagons was tested to its utmost strength the commercial and financial papers, and in during the civil war, and so well made were addition with a telegraphic news service which is of great importance to those following the lesser fluctuations of the stock sition at Philadelphia in 1876, where they were given a diploma and medal for their excellence. The firm received another order for a set of these signal corps wagons, through the United States government,

which were shipped to Egypt.

In former days the knowledge of the number of miles from point to point was not ascertained as it is now. The distances were calculated by a machine attached to a single wheel and driven by a man on horseback, the machine registering at every revolution of the wheel, after the order of the cyclometer on the bicycle of to-day. This concern made all of these ma-chines, which were somewhat odd. During the engagements with the various Indian tribes in the west this firm furnished the government all the cedar telegraph poles government used in stringing the wires between the dif-ferent fortifications, and the number which were furnished is inconceivable, owing to the fact that almost as fast as the poles were erected the Indians cut them down for

This firm has made all the police and patrol wagons and ambulances for the different hospitals in this city. The hose carferent hospitals in this city. The hose carriages for our fire department, with the exception of two, were also made by this company. Its reputation for building ambulances is not excelled by that of any other concern in the country. It not only makes this class of vehicles for this city, but also for New York, Philadelphia, Brooklyn, Chicago and other large communities, and within the last four years has shipped these ambulances to twenty cities. The firm also made and shipped to South America a number of ambulances.

In 1895, when the last two brothers died.

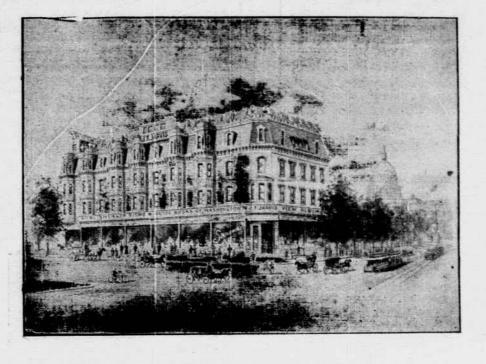
JARVIS' SOUVENIR STORE.

Southern Printers' Supply Company an | Unique Business Established in 1875

commenced to cater to visitors to Washington by opening, at 135 Pennsylvania avenue northwest, a souvenir establishment.

statues and places of interest is a veritable art gallery, whilst the variety of souvenirs is exhaustless. Added to the souvenir Has Had a Rapid Growth and Expansion.

Twenty-seven years ago J. F. Jarvis commenced to cater to visitors to Washphotographing extensively in Europe all the places of interest there. Since this first trip he has been compelled to take many more to meet the growing demand for these This business has so increased that he found it necessary to enlarge his premises, views, and now has operators constantly



which he did by adding two more buildings. These three, thrown into one, make the largest establishment of its kind in the United States, situated, as it is, but one block from the Capitol. The stranger finds here more to interest him than in any other slaves the states. These views are sold wholesale states. place outside of the government buildings. only to agents in all parts of the world, His department of views embracing all the who again appoint canvassers in every public buildings, principal streets, parks, I town and village of the five continents.

## 40 YEARS PROSPEROUS A PROGRESSIVE DAIRY

F. G. SWAINE & SON RANK HIGH | MODERN METHODS EMPLOYED IN GROCERY BUSINESS.

Firm Established in 1862 and Has This Firm Conducts Its Own Dairy Reached a Commanding Position.

The widely known and reliable firm of F. G. Swaine & Son, wholesale and retail grocery merchants, 932 Louisiana avenue was established in Alexandria, Va., in 1862, by Mr. F. G. Swaine. Unlike the majority

of business houses, this firm commenced business on a larger scale than others Mr. F. G. Swaine was born in Alexandria, Va., in 1839. He received his schooling from the variety of educational institutions which existed in those days, and after at-

tending the public schools he entered St. John's Academy. After graduating from this institution Mr. Swaine entered the employ of an old established wholesale and retail grocery house in Alexandria, where he worked for a number of years, acting as clerk and general manager of the firm's large interests and trade. When the civil war broke out the members of the firm decided to abandon business.

business on a still larger scale than it had previously been enjoying, and in a few months' time Mr. Swaine did the largest business of its kind in Alexandria. In 1882 Mr. Swaine removed his business to Washington, believing that a location in this city would give him a broader scope and trade, and also owing to the inadequate accommodations and facilities of his former location. Mr. Swaine then removed his stock of goods to 938 Louisiana avenue northwest, the center of the commission houses of the city. At this place the business increased with rapid strides.

In 1890 Mr. Swaine found that his increasing business demanded larger and better facilities and quarters, and in that year he removed his business to 932 Louisiana avenue northwest, but still continued business at the original location, 938 Louisiana avenue, until a disastrous fire destroyed the building. Mr. Swaine then built a large addition to his establishment at 932 Louis-iana avenue, and today he carries the largest stock of any wholesale and retail grocery establishment in the city. The, house differs somewhat with similar dealers in that it does nothing but a strictly cash business, buying and selling directly.

Associated with Mr. Swaine is his son, Mr.

J Ed. Swaine, who is widely and favorably known to the trade. The managerial part of the business is under Mr. Swaine's direction, and under his careful and strict attention to the business here is due, in a large measure, the success of the house Mr. J. Ed. Swaine was born at Alexandria. Va., in 1863, and after attending the public schools of that place he graduated from St. John's Academy. He further pursued his studies and graduated from the University of Virginia in 1881. It was Mr. Swaine's intention to study for a profession, but with his father's ever-increasing business he decided that his services were needed by him. Therefore, at the expiration of his college course, he entered active business with his father, and has proved an apt and

The firm has twelve buyers in Virginia and Maryland, who are constantly collect-ing all kinds of poultry and eggs for the house. Messrs. Swaine have a finely equip-ped building in the rear of their store. where they have twelve people employed preparing for the market the vast number of poultry daily received from the sur-rounding country. In the handling of their poultry everything is done with the most approved methods, and no fowls are killed unless they are in the very best condition.

It is interesting to note the marvelous growth of this house from its inception. Today it stands as a representative of the wholesale and retail grocery houses of the city, owing to the fact that from the beginning the members of the firm have exercised good judgment, tact and energy, and also by giving to the trade nothing but the very best of product.

#### HE HANDLES IMPORTED GOODS. Italian, French and Spanish Groceries. Fourteen years of deserved business suc-

cess in Washington is the record of G. A. have received the patronage of the leading Pessagno, importer and dealer in Italian, French and Spanish groceries, also a large dealer in California wines and domestic liquors. He represents the houses of C. Schilling & Co. of San Francisco and J. H. Rogers & Co. of Maysville, Ky., proprietors | maker and undertaker, and continued as | No. 443 7th street southwest, was born in of the famous Limestone distillery. Mr. Pessagno came to Washington four-

teen years ago from Baltimore, where the name of Pessagno is so well and favorably known, the parent house having been in existence for over forty years in the monumental city.

mental city.

The assortment of groceries kept by Mr. Pessagno is varied and choice. He keeps on hand the largest assortment of macaroni south of New York. He also handles the purest olive oil and all the leading Italian wines, including Chianti, Lachrima, Christi and others. and others. Mr. Pessagno is a young man of pleasing personality and courteous address. He has shown rare business qualities, is a man of probity and has made the name of Pessagno

BY W. B. DODGE & SON.

Farm on Cleanly and Sanitary Principles.

In every great city the supplying of the inhabitants with milk has become a great business. Few persons have any very clear idea of the vast amount of lacteal fluid that is required for such a city as this. There are many dealers in the national capital engaged in the milk business, and under the increasing high standard of test demanded by the health department any one engaged in selling milk must so conduct his establishment as to pass the lynx eyes of the government inspectors. First-class milk dealers have no fault to

find with the rigid requirements of the health department, for it compels a better milk supply and reflects credit upon those who receive the recognition of the authori-

There was a time, not so very long ago, when the composition of the fluid served as milk in this city was an indeterminate thing. Thanks to the constant vigilance of The knowledge of system and accuracy is well worth gaining, and it can be seen at each and every turn throughout the entire establishment, and to conclude, it can be duct first-class establishments and who have made a reputation for handling the very best milk is the firm of W. B. Dodge

side." located at 1757 Pennsylvania avenue

northwest, is one of the best equipped in the city. This dairy is equipped as the health department likes to see dairles equipped, and in this respect the proprietors, Messrs. W. B. Dodge and his son, W. B. Dodge, jr., have gained an unexcelled reputation. A visit to their large and commodious farms, located at Lewinsville and Langley, Va., will convince one that these farms are models of cleanliness and that everything

clean in every detail.

Mr. W. B. Dodge, sr., has been engaged in the milk business the greater part of his life, and has given the most careful study to the sanitary science of the most ad-vanced ideas in modern farming. His cattle are of the best, keeping on hand a herd of about 100 choice Jersey and Gearnsey cows at both farms, which are fed with carefully balanced rations, which keeps them in the best of condition, so that they give a quality of milk that is much above the standard, and plenty of it. The water which the cows drink is pumped by a wind mill from a well 200 feet deep, and is supplied to them in throughs in the barn. There is no going out into the rain and wind when is no going out into the rain and wind when

is kept shipshape and scruplously neat and

these cattle are watered. these cattle are watered.

The managerial part of the business in the city is looked after by William B. Dodge, jr., a young man full of energy and in every sense of the word a hustler. He has fitted up a model office at 1757 Penn-sylvania avenue northwest, and looks after the enormous quantities of milk, cream, butter and eggs which come from the farms daily. This office, like the farms, is a model of cleanliness, and is neat and clean. Not a bottle or a can goes out of this es-tablishment until it is perfectly clean and pure, every modern method being employed in the cleaning of milk receptacles, and for delivering their product to the many homes of the city they use handsome wagons, which are kept clean and neat, every far ity being employed for delivering the milk and cream as cool and fresh as it comes

When the Messrs. Dodge first commenced selling milk in the city one team was found quite sufficient to handle their trade, but now it requires four large teams to distribute milk in all parts of the city. Since last February their business, by careful and close attention to every detail, together with the excellent quality of their dairy prod-ucts, has increased 300 per cent, and at the present rate of increase the "Ingleside Dairy" is destined to become one of the largest milk businesses of the city.

The above cut shows barn at the Ingleside Farm, Lewinsville, Va.

### FIFTY YEARS IN BUSINESS. The Splendid Record Made by Frank

For over fifty years Frank Geier's Sons. funeral directors, 1113 7th street northwest, have conducted a successful business and

The business was founded in 1851 by Frank Geier. Mr. Geier was born in Baden, Germany, and came to this country in 1846. He began business as a cabinetsuch until his death, September 25, 1883. Maryland in 1867, but came to this city as Upon his death his sons, John B. and a young man and can be called a native, as Joseph A., succeeded him. When the sons took charge of the busi-

families of the city.

ness they decided to discontinue the furniture and cabinet work and to devote entire attention to the undertaking and em-They make a specialty of embalming, according to the latest and best methods.

Iney carry the finest caskets and funeral

accessories, and give their personal atten-tion to the direction of funerals.

The members of this firm are well-known and highly respected men in their calling, and their success has been accomplished

## The M. G. Copeland Company

Has Become Famous.

ESTABLISHED 1862

HAS MADE EMBLEMS FOR MANY FOREIGN COUNTRIES.

Also Has Large Trade in Awnings, Tents, College Society and Fraternity Bunting.

The M. G. Copeland Company is the oute growth of a business started in this city in January, 1862, by Mr. M. G. Copeland, Mr. Copeland came to Washington with an extremely small capital and located in the hallway of a building on Pennsylvania avenue between 41/2 and 6th streets, the key to which cost him \$300. From Pennsylvania avenue the company occupied a building on Pennsylvania avenue near 13th street, and afterward were located on the upper floors of 643 Louisiana avenue. From there they moved to their present location, 409 11th street, which they have owned and occupled for the past fifteen years.

Awnings were novelties in those days, people having the idea that only restaurants used them. That made it up-hill work for a long time, though this idea was gradually overcome. They employed but one girl to do the sewing at the start; the binding was all done by hand. Now the concern have forty girls on awning work

It was about the year 1870 that this concern started making flags. Their first order for bunting was for one roll each of red, white and blue, and it was some time before that was exhausted. This line of the business has grown in proportion to the others, so that now they order bunting, after their own specificas tions, in lots of 100,000 yards and over, in every width and color. Special machinery, to a large extent their own invention-labor-saving devices—do their part of the fancy stitching, etc. Two machines and four girls work constantly in cutting and making ready the stars, letters and em-One of the largest flags ever unfurled was

made by the Copeland Company. It was an object of admiration to the many visitors to the court of the pension office, and afterward hung over the Eifel tower during the Paris exposition. The Copeland Company were the originators of the college and were the originators of the college and fraternity flags, so many thousands of which you now see in the rooms of the college girl and on the foot ball or athietic field. The flag business has taken them into numerous side lines, such as flags used for advertising purposes, the flags used as signals in time of war, the international code signals and silk standards, society flags, etc. Their flags can be seen flying from every army post, indian reservation and signal station throughout the country, and over our consulates abroad.

country, and over our consulates abroad.

During the winter or social season they are called on to furnish sidewalk awnings for churches and residences and the coverings for the protection of floors. Quite a feature of their work is decorating, the artistic arrangement of flags and bunting, both exterior and interior. The last building of note decorated by them was the general offices of the thing. Thanks to the constant vigilance of the health authorities and the enterprise of large and well-established dealers, the milk supply is now of a vary high auxiliary. In the growth of the business Mr. Cope-and has had the assistance of his sons Mr. 1893. In the early part of the present year, in order to better handle the business, it was incorporated, and the organization now stands: M. G. Copeland, president; Arthur Copeland, treasurer; A. M. Copeland, secre-tary, together with H. E. Copeland and Mr. A. G. Holland, the latter having been

> five years. MAKES FINE MILLINERY.

identified with the house for the past thirty.

Mrs. K. A. Donovan's Creations Sought

by Fair Women. As a creator of millinery which causes the feminine heart to throb at each glance, Mrs. K. A. Donovan has assisted in making the beautiful women of Washington even

more attractive. Since she established her business in 1883 her stylish and becoming headwear for women has been justly celebrated.

Mrs. Donovan has had the patronage of the wives of several Presidents, and numbers among her customers the wives and daughters of senators, representatives, for-eign ministers, cabinet officers and wives whose husbands were prominent in finan-cial, legal or political circles.

She is constantly on the lookout for new ideas with which to supplement her own original ones. For the purpose of ascertains ing directly what is being worn by the leading society women of New York, she visits the horse show in Gotham annually, besides running over from time to time to look over the big establishments. Mrs. Donovan goes abroad in the interest

of her business frequently, and in the great world of Paris learns many things from the versatile French to bring back for the delectation of her customers.

She has a representative in Paris who remains the year round, furnishing her with the very latest things in millinery from the set of a bow to the out-and-out creation of a feminine piece de resistance.

A great many customers who patronized

Mrs. Donovan twenty years ago are her customers today, satisfied and strong in her praise. At one time it was considered quite the thing for women of this city to have their hats made in New York, but since the excellent work of Mrs. Donovan has been seen and appreciated in Washington, women who value beautiful work find in her one who ranks with the very best anywhere.

She has always appealed to the best class of people, and devotion to business and the meritorious quality of her work has resulted in the growth of a business that is continually increasing and adding to her Her customers are not confined to any one particular class, but embrace the femi-

nine population of the city. Every woman who values expert work and the broad ex-

perience of years regards Mrs. Donovan as the one par excellence who can best suit

her in the crowning work of her toilet. FUNERAL DIRECTOR.

J. H. Bradley One of the Leading Undertakers.

J. H. Bradley, the well-known funeral director, who has his place of business at he has resided here continuously ever since with the exception of the time spent in Baltimore attending school.

timore attending school.

He first worked for Geo. P. Zurhorst, the Capitol Hill undertaker, and it is to Mr. Bradley's credit that he held his position with Zurhorst for twelve years. It was there that he sequired his knowledge of the business he follows so successfully. From Zurhorst's he started out for himself, and, associating with Mr. Taltunvut, he established the firm of Bradley & Taltunvut, he established the firm of Bradley & Taltunvut, In this office and receptor room are tandsomely furnished and have the air of prosperity that comes with a ruccessful basi-